

CALIFORNIA ENERGY COMMISSION1516 NINTH STREET
SACRAMENTO, CA 95814-5512

NOTICE OF PROPOSED AWARD
Financial Advisor for the Bond Program
RFP # 600-10-613

Proposed Contractor: Lamont Financial Services Corporation
30 Two Bridges Road, Suite 205
Fairfield, NJ 07004

Contract Amount: \$110,000

BIDDER

Montague DeRose & Associates
Lamont Financial Services Corporations
Public Financial Management, Inc.

FINAL SCORE

875.70
894.00
777.67

Questions should be directed to: Rachel Grant, Contract Officer
California Energy Commission
1516 Ninth Street, MS-18
Sacramento, CA 95814
(916) 654-4379

Dated: July 7, 2011
Expires: July 14, 2011

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #1 Montague DeRose & Associates						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
A. General Approach to Scope of Work						
1. Overall response to the work statement: • Clarity, succinctness and organization of Proposal	7	9	7	7.67	6	46
2. Innovative approaches to work tasks	8	7	9	8	6	48
B. Approach to Tasks in the Scope of Work						
1. • Demonstrated understanding of bond program structure, flow of funds, investments, cash-flow strategies, overall funding efficiency • Demonstrated ability to provide programmatic advice, monitoring of investments, future scenario risk assessment, and document covenant interpretation	8	9	7	8	8	64
2. • Demonstrated knowledge of compliance requirements, auditing, rebate and tax issues, document covenant interpretation • Understanding of parties involved in bond compliance issues; auditor, rebate specialist, bond counsel, issuer	9	9	7	8.33	8	66.67
3. • Demonstrated understanding of auditing requirements and ability to support Commission in resolving audit preparation procedures	8	9	8	8.33	9	75

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Summary

Proposal #1 Montague DeRose & Associates						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
4. • Demonstrates thorough understanding of all aspects of bond issuance steps and parties involved • Understanding of scenario analysis for bond sizing, market demand and market timing • Knowledge of municipal financing structures	8	9	7	8	9	72
C. Client References						
• Strength of Reference and Credibility • Relevance of references to Work Statement tasks • Validation of experience and performance as reflected in client reference questions	9	9	8	8.67	3	26
D. Firm & Staff Qualifications						
• Awards and achievements received • Team knowledge of State revenue bond issue procedures • Length of time Team has performed financial advisory services for State issued revenue bonds • Availability of Team members to work on the Energy Commission contract • Qualifications of Team members performing the tasks described in the Scope of Work. • Relevance of recently completed work as it relates to this Scope of Work. • Location of satellite offices and headquarters, and recommended approach to minimize costs to the State.	8	9	7	8	12	96

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Financial Advisor for the Bond Program
Summary

Proposal #1 Montague DeRose & Associates						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
E. Experience						
<ul style="list-style-type: none"> • Overall relevant financial experience of staff • Experience with bond issues similar to the Energy Commission's Master Trust Revenue Bonds • Technical knowledge to complete quantitative tasks 	8	9	7	8	9	72
F. Cost Effectiveness						
1. Average Hourly Rate. The Score for this criteria will be derived from the mathematical formula set forth below, which compares the cumulative average hourly rate of all hourly rates listed in the subject Bidder's Cost Bid, with the cumulative average hourly rate of all hourly rates listed in the Lowest Bidder's cost bid .	9.1	9.1	9.1	9.1	20	182
2. Justification. Bidder has justified all proposed personnel identified in its bid for all technical areas and functions to be performed by Prime and Team Members.	9	8	8	8.33	10	83.33
Total Proposal 1	91.1	96.1	84.1	90.43		831

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #2 Lamont Financial Services Corporation						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
A. General Approach to Scope of Work						
1. Overall response to the work statement: • Clarity, succinctness and organization of Proposal	8	10	8	8.67	6	52
2. Innovative approaches to work tasks	8	7	7	7.33	6	44
B. Approach to Tasks in the Scope of Work						
1. • Demonstrated understanding of bond program structure, flow of funds, investments, cash-flow strategies, overall funding efficiency • Demonstrated ability to provide programmatic advice, monitoring of investments, future scenario risk assessment, and document covenant interpretation	9	10	8	9	8	72
2. • Demonstrated knowledge of compliance requirements, auditing, rebate and tax issues, document covenant interpretation • Understanding of parties involved in bond compliance issues; auditor, rebate specialist, bond counsel, issuer	9	10	8	9	8	72
3. • Demonstrated understanding of auditing requirements and ability to support Commission in resolving audit preparation procedures	9	10	8	9	9	81

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #2 Lamont Financial Services Corporation						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
4. <ul style="list-style-type: none"> • Demonstrates thorough understanding of all aspects of bond issuance steps and parties involved • Understanding of scenario analysis for bond sizing, market demand and market timing • Knowledge of municipal financing structures 	8	10	8	8.67	9	78
C. Client References						
<ul style="list-style-type: none"> • Strength of Reference and Credibility • Relevance of references to Work Statement tasks • Validation of experience and performance as reflected in client reference questions 	9	10	8	9	3	27
D. Firm & Staff Qualifications						
<ul style="list-style-type: none"> • Awards and achievements received • Team knowledge of State revenue bond issue procedures • Length of time Team has performed financial advisory services for State issued revenue bonds • Availability of Team members to work on the Energy Commission contract • Qualifications of Team members performing the tasks described in the Scope of Work. • Relevance of recently completed work as it relates to this Scope of Work. • Location of satellite offices and headquarters, and recommended approach to minimize costs to the State. 	9	9	8	8.67	12	104

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #2 Lamont Financial Services Corporation						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
E. Experience						
<ul style="list-style-type: none"> • Overall relevant financial experience of staff • Experience with bond issues similar to the Energy Commission's Master Trust Revenue Bonds • Technical knowledge to complete quantitative tasks 	9	10	9	9.33	9	84
F. Cost Effectiveness						
1. Average Hourly Rate. The Score for this criteria will be derived from the mathematical formula set forth below, which compares the cumulative average hourly rate of all hourly rates listed in the subject Bidder's Cost Bid, with the cumulative average hourly rate of all hourly rates listed in the Lowest Bidder's cost bid .	10	10	10	10	20	200
2. Justification. Bidder has justified all proposed personnel identified in its bid for all technical areas and functions to be performed by Prime and Team Members.	8	9	7	8	10	80
Total Proposal 2	96	105	89	96.67		894

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #3 Public Financial Management, Inc.						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
A. General Approach to Scope of Work						
1. Overall response to the work statement: • Clarity, succinctness and organization of Proposal	8	7	6	7	6	42
2. Innovative approaches to work tasks	7	7	7	7	6	42
B. Approach to Tasks in the Scope of Work						
1. • Demonstrated understanding of bond program structure, flow of funds, investments, cash-flow strategies, overall funding efficiency • Demonstrated ability to provide programmatic advice, monitoring of investments, future scenario risk assessment, and document covenant interpretation	8	9	9	8.67	8	69.33
2. • Demonstrated knowledge of compliance requirements, auditing, rebate and tax issues, document covenant interpretation • Understanding of parties involved in bond compliance issues; auditor, rebate specialist, bond counsel, issuer	8	9	8	8.33	8	66.67
3. • Demonstrated understanding of auditing requirements and ability to support Commission in resolving audit preparation procedures	8	8	8	8	9	72

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #3 Public Financial Management, Inc.						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
4. • Demonstrates thorough understanding of all aspects of bond issuance steps and parties involved • Understanding of scenario analysis for bond sizing, market demand and market timing • Knowledge of municipal financing structures	8	8	7	7.67	9	69
C. Client References						
• Strength of Reference and Credibility • Relevance of references to Work Statement tasks • Validation of experience and performance as reflected in client reference questions	8	7	7	7.33	3	22
D. Firm & Staff Qualifications						
• Awards and achievements received • Team knowledge of State revenue bond issue procedures • Length of time Team has performed financial advisory services for State issued revenue bonds • Availability of Team members to work on the Energy Commission contract • Qualifications of Team members performing the tasks described in the Scope of Work. • Relevance of recently completed work as it relates to this Scope of Work. • Location of satellite offices and headquarters, and recommended approach to minimize costs to the State.	7	7	6	6.67	12	80

RFP 600-10-613
Financial Advisor for the Bond Program
Summary

Proposal #3 Public Financial Management, Inc.						
Criteria	Scorer 1	Scorer 2	Scorer 3	Average	Weight	AVG TOTAL
E. Experience						
<ul style="list-style-type: none"> • Overall relevant financial experience of staff • Experience with bond issues similar to the Energy Commission's Master Trust Revenue Bonds • Technical knowledge to complete quantitative tasks 	7	7	6	6.67	9	60
F. Cost Effectiveness						
1. Average Hourly Rate. The Score for this criteria will be derived from the mathematical formula set forth below, which compares the cumulative average hourly rate of all hourly rates listed in the subject Bidder's Cost Bid, with the cumulative average hourly rate of all hourly rates listed in the Lowest Bidder's cost bid .	8.9	8.9	8.9	8.9	20	178
2. Justification. Bidder has justified all proposed personnel identified in its bid for all technical areas and functions to be performed by Prime and Team Members.	7	5	5	5.67	10	56.67
Total Proposal 3	84.9	82.9	77.9	81.9		757.67

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Financial Advisor for the Bond Program
Final Summary with Preferences

Proposal	Technical Score	DVBE Incentive	Small/Micro Pref	Non-Small Bus Pref	TACPA/ EZA/ LAMBRA	Final Score	Rank
Proposal #1 Montague DeRose & Associates	831	0	44.7	0	0	875.70	2
Proposal #2 Lamont Financial Services Corporation	894	0	0	0	0	894.00	1
Proposal #3 Public Financial Management, Inc.	757.67	20	0	0	0	777.67	3